

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY SEOUL PRIORITY

UNCLAS STATE 216292

E.O. 11652: N/A

TAGS: BEXP, KS

SUBJECT: PRODUCT OPPORTUNITY -KNR 5TH IBRD LOAN

REF: (A) SEOUL 6856; (B) SEOUL 6628; (C) STATE 203403;

--- (D) SEOUL 1221

1. PULLMAN, INC. HAS INFORMED SIPS GROUP OF USDOC THAT THEIR HONG KONG AGENT, MIKE LEE, IS IN CHICAGO DISCUSSING KNR REQUIREMENT. PROBLEM FACING PULLMAN AT MOMENT IS NECESSITY FOR BID DEADLINE EXTENSION. LEE IS GOING TO CABLE HANKOOK, WHO HAS INDICATED INTEREST IN WORKING JOINTLY WITH PULLMAN, TO ASK HANKOOK ABOUT POSSIBILITY OF HAVING SSANG YAMG REQUEST 30 DAY EXTENSION. AT SAME TIME, LEE WILL INFORM HANKOOK THAT MR. RICHARD SNYDER OF PULLMAN/ CHICAGO WILL BE ACCOMPANYING HIM TO KOREA, AND WILL BE IN SEOUL SEPT. 17 AND 18 TO MEET WITH HANKOOK, SSANG YANG, EMBASSY AND OTHER APPROPRIATE PARTIES.

2.

PULLMAN INDICATES THAT SPECS TO WHICH FREIGHT CARS ARE DRAWN ARE OBSOLETE AND WILL BE DISCUSSING WITH HANKOOK

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FEASIBILITY OF QUOTING ON MORE MODERN EQUIPMENT. NEWER

DESIGN MAY WELL REPRESENT ATTRACTIVE SAVINGS OVER SPEC DESIGN SO PULLMAN IS HOPEFUL THAT COSTING ADVANTAGE MAY MAKE THEIR PROPOSAL ATTRACTIVE.

3. SOME CONFUSION EXISTS OVER STATUS OF GONDOLA AND HOPPER CAR REQUIREMENTS. REFTEL D STATES THAT REQUIREMENT IS FOR 500 GONDOLAS WHILE SPECS CALL FOR 600. MORE IMPORTANTLY HOWEVER, IS THAT SPECS FOR 600 HOPPER CARS WERE NOT CONTAINED IN IBRD/L-75102-PII-S. THEREFORE PULLMAN DOES NOT HOLD HOPPER SPECS ALTHOUGH THEY ARE INTERESTED IN INCLUDING THEM IN BID PROPOSAL.

4. ACTION REQUESTED: WOULD APPRECIATE EMBASSY OBTAINING INFORMAL IMPRESSION AS TO WHETHER KNR WOULD CONSIDER BID DEADLINE EXTENSION. SIPS HAS SUGGESTED AND PULLMAN AGREES THAT ANY SUCH FORMAL REQUEST SHOULD BE MADE THROUGH HANKOOK AND SSANG YANG. SINCE, PULLMAN INDICATES THAT EXTENSION IS IMPERATIVE, REQUEST EMBASSY VIEW ON EXTENSION REQUEST. ALSO WOULD APPRECIATE SUGGESTION AS TO WHERE SPECS TO HOPPERS MAY BE OBTAINED AND WHETHER EMBASSY CAN PERCEIVE ANY REASON WHY PULLMAN SHOULD NOT TRY TO QUOTE ON THEM IF SPECS ARE AVAILABLE AND TIME PERMITS. KISSINGER

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